



Posted 11/27/2013 JW  
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CANNON BUILDING  
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DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE**  
**DELAWARE REAL ESTATE COMMISSION**

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<b>PUBLIC MEETING NOTICE:</b>	<b>REAL ESTATE EDUCATION COMMITTEE</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, December 5, 2013 at 9:30 a.m.</b>
<b>PLACE:</b>	<b>Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware</b>

**AMENDED AGENDA**  
**(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – November 7, 2013
- 3.0 New Business
  - 3.1 Update from the Commission – Ms. Benson
    - \*3.1.1 Discussion Regarding CE Reciprocity with Surrounding Jurisdictions – Commissioner Harrington
  - 3.2 Review of Course Provider Applications
    - 3.2.1 Course Provider: Association of Realtors School
      - 3.2.1.1 Course Title: Agency & Fair Housing  
Credit Hours: 3.0  
Module: 1
      - 3.2.1.2 Course Title: Ethics in Real Estate  
Credit Hours: 3.0  
Module: 2
      - 3.2.1.3 Course Title: Essential Elements of the Delaware Agreement of Sale  
Credit Hours: 3.0  
Module: 3
      - 3.2.1.4 Course Title: The Road to Court – Why Realtors Get Sued  
Credit Hours: 3.0  
Module: 4
      - 3.2.1.5 Course Title: Delaware Legislative/Legal & Regulatory Update  
Credit Hours: 3.0  
Module: 5

3.2.2 Course Provider: The Commercial Real Estate School of TriState Realtors  
Commercial Alliance

3.2.2.1 Course Title: Understanding Agency & Fair Housing  
Credit Hours: 3.0  
Module: 1

3.2.2.2 Course Title: Understanding Professional Standards  
Credit Hours: 3.0  
Module: 2

3.2.2.3 Course Title: Office Management in Real Estate  
Credit Hours: 3.0  
Module: 4

3.2.3 Course Provider: McKissock, LP

3.2.3.1 Course Title: Real Estate Safety: Protect Yourself During a Showing  
Credit Hours: 3.0  
Module: 7

3.2.3.2 Course Title: Preparing a Listing Agreement: An In-Depth Look  
Credit Hours: 4.0  
Module(s): 7

3.2.3.3 Course Title: Niche Marketing – Narrow Your Focus  
Credit Hours: 3.0  
Module: 7

3.2.3.4 Course Title: How to Work with Real Estate Investors – Part 1  
Credit Hours: 3.0  
Module(s): 7

3.2.3.5 Course Title: Common Mistakes Every Agent Should Avoid  
Credit Hours: 3.0  
Module: 7

3.2.3.6 Course Title: Mortgages, Loans and Laws – How they Help Your Client  
Credit Hours: 3.0  
Module: 7

3.2.3.7 Course Title: Commercial Real Estate from the Beginning  
Credit Hours: 4.0  
Module: 7

\*3.2.4 Course Provider: The CE Shop, Inc.

3.2.4.1 Course Title: Seller Representative Specialist (SRS)  
Credit Hours: 6.0  
Module: 7

3.2.4.2 Course Title: Online Risk Management  
Credit Hours: 3.0  
Module: 7

\*3.2.5 Course Provider: Delaware School of Real Estate

3.2.5.1 Course Title: Broker's Licensing Course  
Credit Hours: 99

3.2.5.2 Course Title: Differences Between DE and MD Real Estate Transactions  
Credit Hours: 3.0  
Module: 3

3.2.5.3 Course Title: Quirks in Real Estate  
Credit Hours: 3.0  
Module(s): 3 or 6

3.2.5.4 Course Title: Navigating 2014 and Beyond  
Credit Hours: 3.0  
Module(s): 5 or 7

3.2.5.5 Course Title: Practical Tips for Listing Agents  
Credit Hours: 3.0  
Module: 6

3.2.5.6 Course Title: Short Sales & Foreclosures  
Credit Hours: 3.0  
Module: 6

3.3 Review of Instructor Applications

3.3.1 Acer Colt

Continuing Education: Module 7: Commercial Real Estate from the Beginning

3.3.2 Robert Fleck

Continuing Education: Mortgages, Loans & Laws, Niche Marketing, Real Estate Safety, Common Mistakes Every Agent, Preparing a Listing Agreement

3.3.3 Peter Kirsh

Continuing Education: New Licensee Modules 1- 4; Continuing Education Modules 1 – 3; 5 & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Law; Real Estate Mathematics

3.3.4 Thomas Lundstedt

Continuing Education – Module 7 – How to Work with Real Estate Investors – Part 1

3.3.5 Patricia Moyer

Continuing Education: Module 2, 6 & 7 – Professional Enhancement; Green 100; Green 200; Green 300; Short Sales; Seller Representation; Ethics; ABR; SRES; Sustainable Housing and Building Green

3.3.6 Flora Rubin

Continuing Education: Module 4; 6 & 7 – ABR, Agency Topics, Road to Court

3.4 Review of Student Requests for Approval of Continuing Education

- 3.4.1 Student Name: Donald Dworkin  
Course Title: Financing Issues and Update  
Course Provider: The Professional Development Institute  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.2 Student Name: Carol Eckenbrecht  
Course Title: Selling HUD Homes – Making it Easy  
Course Provider: Stephen Marcus  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.3 Student Name: Lani Freshwater  
Course Title: Annual Seminar  
Course Provider: Delaware Real Estate Commission  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.4 Student Name: Henry Hanna  
Course Title: 2013 SIOR Fall World Conference  
Course Provider: Society of Industrial and Office Realtors  
Credit Hours: 6.0
- 3.4.5 Student Name: Donna Harrington  
Course Title: Annual Seminar  
Course Provider: Delaware Real Estate Commission  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.6 Student Name: Michael Harrington, Jr.  
Course Title: Annual Seminar  
Course Provider: Delaware Real Estate Commission  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.7 Student Name: Jacqueline Kujawski  
Course Title: Annual Seminar  
Course Provider: Delaware Real Estate Commission  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.8 Student Name: Patricia Sebastian  
Course Title: Selling HUD Homes  
Course Provider: Stephen Marcus  
Credit Hours: 3.0  
Requesting Approval for Module: 7

4.0 Correspondence

5.0 Other Business before the Committee (for discussion only)

6.0 Public Comment

7.0 Next Meeting – January 2, 2013 at 9:30 a.m.

8.0 Adjournment

**Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:**

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**